



file B

October 30, 1995

G. H. MOULTON
Chain Accounts Manager

110 Lake Avenue South, Suite #41, Bldg. #
Nesconset, NY 11767
516-724-1430
Fax 516-724-2864

To: Buffalo ROU
(For All Managers & Reps In Divisions 1623 & 1636)

Subject: *Subjobber - Hilton, Gibson & Miller*
(Account # 542363)

Nick Scarano, Buyer has agreed to participate with RJR in the following manner:

1. They will blackline/sticker RJR prebooks themselves (all packs and cartons).
2. They will pack, sell and ship DPC deals themselves.

All prebooks for this account can be faxed directly to them at 914-562-0506.

The purpose of giving subjobbers the opportunity to blackline/sticker RJR prebooks and pack/sell DPC deals is to reduce the amount of time it takes for subjobbers to handle RJR prebooks and gain promotional activity in retail accounts we presently do not call on.

If you encounter any difficulties with this account handling prebooks or DPC deals, please voice mail me at 60437.

Sincerely,

Jim Mallardi

JPM/pk

cc: New York Metro ROU ✓

a:gibsnmlr.doc

51850 6845

"We work for smokers."